

HISTORY: CALIFORNIA'S INSURANCE DIVERSITY INITIATIVE

CALIFORNIA

LARGEST INSURANCE MARKET IN U.S. INSURERS COLLECT \$288 BILLION ANNUALLY IN PREMIUMS

HOME TO MAJORITY OF NATION'S DIVERSE SUPPLIERS, INCLUDING:
WOMEN OWNED
MINORITY OWNED
DISABLED VETERAN OWNED
LGBT OWNED

HISTORY

2011: NEW INSURANCE COMMISSIONER SWORN IN

NO DATA ON INSURER SUPPLIER OR GOVERNING BOARD DIVERSITY
2011 VOLUNTARY SURVEY OF INSURERS

INSURANCE DIVERSITY INITIATIVE

COMPONENTS OF INITIATIVE

- 1) INSURANCE DIVERSITY TASK FORCE
- 2) ANNUAL DIVERSITY SUMMIT & MATCHMAKING
 - 3) FIRST IN THE NATION SURVEYS: SUPPLIER DIVERSITY & GOVERNING BOARD DIVERSITY

MISSION

ENSURE ECONOMIC
OPPORTUNITIES & EQUAL
ACCESS THROUGH
TRANSPARENCY EFFORTS

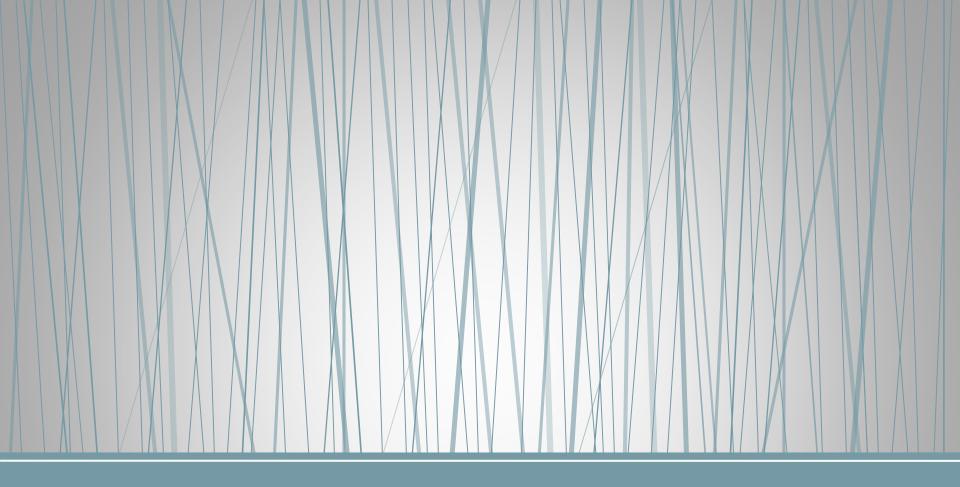
MISSION

INCREASE INSURER
PROCUREMENT FROM
DIVERSE SUPPLIERS

GOAL

INCREASE DIVERSITY
ON INSURER
GOVERNING BOARDS

GOAL



GOAL 1: INCREASE PROCUREMENT FROM DIVERSE SUPPLIERS

PATTERNS

Between 2013 & 2016...



INCREASE: DIVERSE SPEND WITH CA DIVERSE SUPPLIERS

INCREASE: # COMPANIES
CONDUCTING OUTREACH

INCREASE: # COMPANIES
TRACKING SPEND WITH DIVERSE
SUPPLIERS

CA DIVERSE SPEND

YEAR	CALIFORNIA DIVERSE SPEND	INCREASE FROM PREVIOUS YEAR: BY DOLLARS	INCREASE FROM PREVIOUS YEAR: BY PERCENTAGE
2012	\$930 Million	n/a	n/a
2013	\$1.3 Billion	\$370 Million Increase	39.8% Increase
2014	\$1.5 Billion	\$200 Million Increase	15.4% Increase
2015	\$1.7 Billion	\$200 Million Increase	13.3% Increase

INSURER SUPPLIER DIVERSITY SURVEY

TRANSPARENCY INITIATIVE

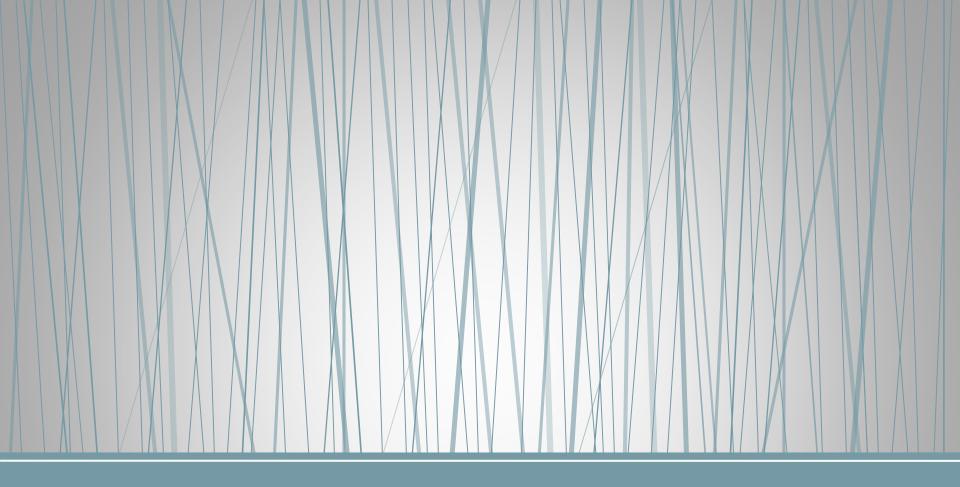
83% INCREASE IN DIVERSE SPEND
SINCE 2012
(+\$770 MILLION)

ISD SURVEY CA DIVERSE SPEND BY CERTIFICATION

CERTIFICATION TYPE	2012	2013	2014	2015
WOMEN BUSINESS ENTERPRISES (WBEs)	\$153 MILLION	\$433 MILLION	\$558 MILLION	\$537 MILLION
MINORITY BUSINESS ENTERPRISES (MBEs)	\$241 MILLION	\$618 MILLION	\$729 MILLION	\$964 MILLION
DISABLED VETERAN BUSINESS ENTERPRISES (DVBEs)	\$1 MILLION	\$83 MILLION	\$89 MILLION	\$92 MILLION
LGBT BUSINESS ENTERPRISES (LGBTBEs)	\$104,000	\$6 MILLION	\$5 MILLION	\$6.6 MILLION
MULTI-CERTIFIED BUSINESS ENTERPRISES	\$38 MILLION	\$111 MILLION	\$135 MILLION	\$125 MILLION

ISD SURVEY CA DIVERSE SPEND BY ETHNICITY

ETHNICITY OF MBE	2013	2014	2015
AFRICAN AMERICAN	\$154 MILLION	\$173 MILLION	\$157 MILLION
AMERICAN INDIAN	\$42 MILLION	\$39 MILLION	\$87 MILLION
ASIAN/PACIFIC ISLANDER	\$277 MILLION	\$330 MILLION	\$576 MILLION
LATINO/HISPANIC	\$111 MILLION	\$146 MILLION	\$145 MILLION
MULTI-ETHNIC	\$10 MILLION	\$10 MILLION	\$17 MILLION



GOAL 2: INCREASE DIVERSITY ON GOVERNING BOARDS

TOTAL # BOARD MEMBERS
(OF 600+ INSURANCE COMPANIES):

2,348

BY GENDER

- MEN: 80%
- **WOMEN**: 20%

TOTAL # BOARD MEMBERS

(OF 600+ INSURANCE

COMPANIES):

2,348

- DISABLED VETERAN: 3
- PUBLICLY IDENTIFY AS LGBT: 12

OF 2,348 BOARD MEMBERS **78%** CAUCASIAN **6**% AFRICAN AMERICAN 3% HISPANIC / LATINO 2% ASIAN / PACIFIC ISLANDER 1% MULTI-ETHNIC o% AMERICAN INDIAN 10% OTHER

96 COMPANIES REPORTED

ZERO WOMEN

ON THEIR GOVERNING BOARDS

273 COMPANIES REPORTED

ZERO PERSONS OF COLOR

ON THEIR GOVERNING BOARDS

CA DEPARTMENT OF INSURANCE RESOURCES

For more information:

HTTP://WWW.INSURANCE.CA.GOV/DIVERSITY

Contact:

DIVERSITY@INSURANCE.CA.GOV

THANK YOU!